

MEMORANDUM FOR SEE DISTRIBUTION

6 March 2000

FROM: ESC/CD

SUBJECT: ITSP Program Business Case Analysis

1. I have reviewed a number of the required business cases under the ITSP Program. I've noted some excellent results being achieved across the center – and we need to be sure our ITSP contractor teams are fully aware of how the analysis supports our business decisions.
2. One organization demonstrated, through their business case, exceptional changes in practices resulting in demonstrable cost savings to the program office. The support contractors focused their attention on our changing environment and demonstrated a willingness to support the Center's goals for reducing the cost of doing business. The flexibility and achievements resulted in my decision to authorize the exercise of the first option period on the task order. This action can be viewed as a positive incentive – using award performance as the appropriate vehicle to stimulate continued excellence in support to the Electronic Systems Center.
3. I urge each of you who are utilizing the Information Technology Support Program (ITSP) to continue measuring your cost of business and to take advantage of the business case analysis process to document the results. We need to publicize, to the highest levels of our support contractor organizations, our concept of rewarding extraordinary performance through the award performance concept. Please continue to work with members of the ESC/XPK Contracted Support Team in the review and preparation of your business cases.

//signed//

JAMES A. CUNNINGHAM, SES
Executive Director

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